



J.A. MILLER
Division Sales Manager

June 3, 1992

1220 Campus Drive West
Morganville, NJ 07751
908-972-1138
Fax 908-972-3048

To: J.H. Casey

Re: Drug Fair

Dear Joe:

Attached are the requested replies from the S.C. Jersey Division 1232 for the Drug Fair stores in the division.

If any further information is needed, please contact me.

Sincerely,

A handwritten signature in cursive ink that reads "John" above "mb". Below the signature, the initials "J.A. Miller" are printed in a smaller, sans-serif font.

JAM/mb
attachment(s)

cc: R.H. Fricke
G.P. Mitchell

M-2

51850 2224

"We work for smokers."

JUN 11 1992

05/22/92

10:14

FORT EDISON, NJ #1200/28/30/40/42

001

RJ Reynolds
Tobacco Company

J.H. CASEY
Division Sales Manager

May 22, 1992

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

TO: J.A. MILLER LORRAINE
 R.J. O'ROURKE LISA
 BETSY DAVE
 STEVE

RE: DRUG FAIR SURVEY

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - 14, Lakewood

2. Size of current overhead on location:

4 FT.

6 FT.

8 FT.

Are the legs on the overhead to the inside or outside of the overhead?

Outside

3. What size Doral Savings Center do you have on location, if any?

2 1/2' Five Shelf 5' high, plus canopy

Was the unit removed recently?

No

4. What is the best selling generic or sub-generic in your Drug Fair store?

DORAL

5. Does this store have the grey decor?

No

51850 2225



J.H. CASEY
Division Sales Manager

May 22, 1992

400 Raritan Center Parkway
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TO: J.A. MILLER LORRAINE
 R.J. O'ROURKE LISA
 BETSY DAVE
 STEVE

RE: DRUG FAIR SURVEY

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - 13 - Hackett

2. Size of current overhead on location:

4 FT.

6 FT.

8 FT.

Philip Morris

Are the legs on the overhead to the inside or outside of the overhead?

OUTside

3. What size Doral Savings Center do you have on location, if any?

NONE

51850 2226

Was the unit removed recently?

No (During remodeling about 1 1/2 years ago)

4. What is the best selling generic or sub-generic in your Drug Fair store?

Doral with Coopad (4.50 1/c)

5. Does this store have the grey decor?

yes

"...work for smokers!"



J.H. CASEY
Division Sales Manager

May 22, 1992

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TO: J.A. MILLER LORRAINE
 R.J. O'ROURKE LISA
 BETSY DAVE
 STEVE

RE: DRUG FAIR SURVEY

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - # 9 RT. 9 FREEHOLD

2. Size of current overhead on location: P. M. OVERHEAD

4 FT. 6 FT. 8 FT.

Are the legs on the overhead to the inside or outside of the overhead? OUTSIDE

3. What size Doral Savings Center do you have on location, if any? 2 1/2 FT.

Was the unit removed recently? NO

4. What is the best selling generic or sub-generic in your Drug Fair store? DORAL

5. Does this store have the grey decor? NO

"We work for smokers!"



J.H. CASEY
Division Sales Manager

May 22, 1992

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TO: J.A. MILLER LORRAINE
 R.J. O'ROURKE LISA
 BETSY DAVE
 STEVE

RE: DRUG FAIR SURVEY

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - # 2

- RT. 516 "OLD PKIDE"

2. Size of current overhead on location:

4 FT. 6 FT.

8 FT.

RJR - NEW OVERHEAD

Are the legs on the overhead to the inside or outside of the overhead? OUTSIDE

3. What size Doral Savings Center do you have on location, if any? NONE

51850 2228

Was the unit removed recently? APPX. 1 yr. AGO

4. What is the best selling generic or sub-generic in your Drug Fair store? BRISTOL

5. Does this store have the grey decor? YES



J.H. CASEY
Division Sales Manager

May 22, 1992

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Fax: 908-417-9076

TO: /J.A. MILLER LORRAINE
 R.J. O'ROURKE LISA
 BETSY DAVE
 STEVE

RE: DRUG FAIR SURVEY

Dear Managers and Sales Rops:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - 15
2. Size of current overhead on location:
4 FT. 6 FT. 8 FT.

Are the legs on the overhead to the inside or outside of the overhead?

3. What size Doral Savings Center do you have on location, if any?

None

Was the unit removed recently?

NO

4. What is the best selling generic or sub-generic in your Drug Fair store?

Doral

Does this store have the grey decor?



J.H. CASEY
Division Sales Manager

May 22, 1992

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-226-3030
Fax: 908-417-9076

TO: J.A. MILLER LORRAINE
R.J. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

Drug Fair - Hazlet

Don

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number -
2. Size of current overhead on location:

4 FT.

6 FT.

8 FT.

Philip Morris

Are the legs on the overhead to the inside or outside of the overhead?

Outside

3. What size Doral Savings Center do you have on location, if any?

None

Was the unit removed recently?

No

4. What is the best selling generic or sub-generic in your Drug Fair store?

Doral

Does this store have the grey decor?

Yes

51850 2230



J.H. CASEY
Division Sales Manager

May 22, 1992

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Fax: 908-417-9076

TO: J.A. MILLER LORRAINE
R.J. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

R.J. Reynolds

# of pages >	
To	From
Co.	<i>R.J. Reynolds</i>
Dept.	Phone #
Fax #	908-417-9076
Fax #	

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - *#12*

2. Size of current overhead on location:

4 FT.

6 FT.

8 FT.

Are the legs on the overhead to the inside or outside of the overhead?
in center of counter

3. What size Doral Savings Center do you have on location, if any?

1 ft

Was the unit removed recently?

No

4. What is the best selling generic or sub-generic in your Drug Fair store?

Doral -

5. Does this store have the grey decor?

Yes

"We work for smokers."

51850 2231



JUN 22 REC'D R. J. Natale
72543

J.H. CASEY
Division Sales Manager

May 22, 1992

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

TO: J.A. MILLER LORRAINE
R.J. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number -
2. Size of current overhead on location:

4 FT. 6 FT. 8 FT.

Are the legs on the overhead to the inside or outside of the overhead?

3. What size Doral Savings Center do you have on location, if any?

Was the unit removed recently?

4. What is the best selling generic or sub-generic in your Drug Fair store?
5. Does this store have the grey decor?

"We work for smokers."

51850 2232

Please complete this survey by June 5, 1992 and return to Division #1228.

Thank you in advance for your assistance with this chain.

Sincerely,

D.J. Holland

D.J. Holland

DJH/lt

M-2

Drug fair SIS# 402111
EDISON

1. 6' overhead - P. Morris
2. outside Legs
3. No Doral savings Center (was 4' unit)
IT WAS RECENTLY REMOVED FROM
self service
4. Doral Full Flavor KING
5. GREY DECOR

DRUG FAIR # 054067
WOODBRIDGE

1. RJR 8' unit
2. outside Legs
3. No Doral savings Center
IT WAS RECENTLY REMOVED
4. Doral Ultra Light Legs
5. PECULIAR DECOR
NOT GREY

51850 2233



<i>RJReynolds</i>		# of pages >
To: <i>Dawn Holland</i>	From:	
Co:	1226	
Dept:	Phone:	
Fax# 908-417-9076	Fax#	

May 22, 1992

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
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TO: J.A. MILLER LORRAINE
R.J. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

Wilsey Square

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number. 20 *Ridgewood, NJ*
2. Size of current overhead on location: *(201) 444-0011*
4 FT. 6 FT. *8 FT.*

Are the legs on the overhead to the inside or outside of the overhead?

OUTSIDE

3. What size Doral Savings Center do you have on location, if any?

None

Was the unit removed recently?

NO

4. What is the best selling generic or sub-generic in your Drug Fair store?

AydAmid

5. Does this store have the grey decor?

NO

"We work for smokers."

51850 2234

RJReynolds
Tobacco Company

<i>RJReynolds</i>		# of pages
To:	David Holland	From:
On:		R.S. O'Rourke
Dept.:		Phone #
Fax #:	908-417-9076	Fax #

J.H. CASEY
Division Sales Manager

400 Raritan Center Parkway
Raritan Center
Edison, NJ 08837
908-225-3050
Fax: 908-417-9076

May 22, 1992

TO: J.A. MILLER LORRAINE
R.J. O'ROURKE LISA
BETSY DAVE
STEVE

RE: DRUG FAIR SURVEY

20 W. HUDSON AVE
Englewood, NJ

Dear Managers and Sales Reps:

Please complete the following survey for all Drug Fair stores:

1. Drug Fair store number - FF-31
2. Size of current overhead on location:

4 FT.

6 FT.

8 FT.

R.J.R.

Are the legs on the overhead to the inside or outside of the overhead?

1 outside, 1 inside

3. What size Doral Savings Center do you have on location, if any?

None

Was the unit removed recently?

No

4. What is the best selling generic or sub-generic in your Drug Fair store?

Pyramid - sub-generic

5. Does this store have the grey decor?

Yes

"We work for smokers."

51850 2235